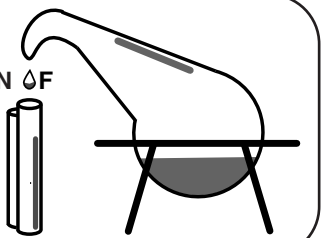


NATIONAL
ASSOCIATION
OF
SCIENTIFIC
MATERIALS
MANAGERS



NAOSMM *Newsline*

FALL 1999

Vol 32 No 4

1999 Manager of the Year

Jonathan Gibbons



In this issue. . .

- Conference highlights
- Meet the new Board
- Award Recipients

NAOSMM 1998–99 Officers and Committee Chairs

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NAOSMM Website

<http://www.denison.edu/NAOSMM/>

From the President



*Kevin Mautte
President*

It is hard to believe that the 26th Annual NAOSMM Conference and Trade Show has already come and gone. One could not have asked for a better area of the country to have a conference than Colorado Springs. We were all treated to the spectacular views of the Rocky Mountains and Pike's Peak. The skies were clear and the temperature a dry 85 degrees during the day. Had it not been for the efforts of the late Dick Stoops, we would not have had the opportunity to visit Colorado Springs and the Rocky Mountains. Dick wanted us to all come and visit his area of the country. He was particularly proud of Colorado Springs and the United States Air Force Academy, his place of employment.

Beverly Hall co-hosted this year's conference with Dick, and her accomplishments ensured that the Conference and Trade Show were an unqualified success.

Beverly's efforts were Herculean, indeed, and her Host Committee is to be congratulated. Only a group effort could lead to a conference that was as notable as Colorado Springs. The year of preparation and planning by the Hospitality, Program, Awards, Vendor Interaction, and Corporate Relations Committees culminated in one of the most organized, informative and receptive conferences in memory.

The outgoing Executive Board is to be congratulated for their time and effort in leading NAOSMM during the last two years. Shirley Buchli will step down as Past President and Lori Keen will leave office after serving three terms as Secretary and Vice President. They have served admirably, and are much appreciated by all NAOSMM members.

Once again the vendor support of NAOSMM was pre-eminent. Long-time vendor members were joined by several new exhibitors. It is always interesting to interact with the new exhibitors at our Trade Show. They are treated to a welcome by conference attendees that they don't often see at other vendor shows. I want to thank all of the vendors for a highly successful Trade Show and all of the NAOSMM members for their genuine enthusiasm.

The new Executive Board has many challenges ahead.

continued on page 6

NATIONAL
ASSOCIATION OF
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MATERIALS
MANAGERS

NAOSMM

Newsline

Vol. 32 No. 4

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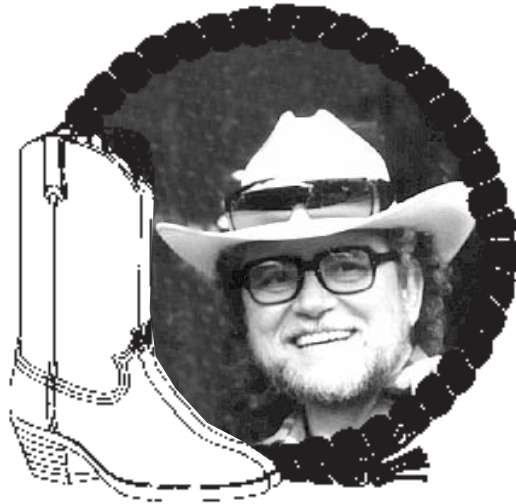
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In Memory of Richard W. Stoops



Richard passed away on July 2, 1999 while preparing to do one of the things he loved most, enjoying a weekend outdoors in his beloved Colorado mountains. During the past two years, he had been working diligently as co-host of the 26th Annual Conference and Trade Show. It was his intention to give us fond memories of this year's conference by "Rounding Up the Best of the West." It is with sadness in our hearts that we say good-bye to "One of the Best in NAOSMM."

Thank you for the time you spent with us, Richard!

You will be with us for a long time to come.

NAOSMM Welcomes New Members

Richard Disbrow
Van Andel Institute
201 Monroe Ave. NW, Suite 400
Grand Rapids, MI 49503

Ken Osborne
Eastern Illinois University
Charleston, IL 61920

Robert A. Schroer
Procter & Gamble Miami Valley Labs
Corporate Facility Services
11810 East Miami River Road
Ross, OH 45061

Tom Lehman
Morgan Community College
17800 Country Road 20
Fort Morgan, CO 80701

You're the Best!

Many times we've encouraged you, The Membership, to get involved in your organization. It often seems that the same people keep volunteering to do all the work. Well, we are here to tell you that you have risen to the challenge! Many of the members who attended the conference this year volunteered to write a synopsis of a seminar so that those of you who could not attend could be kept informed about what we learned. Many of those volunteers were NEWCOMERS! Wow! What a great way to jump right in and be an active participant in the organization. The work of all of these people will appear over the course of the year in this and the next 3 issues of the NEWSLINE.

Speaking of volunteers...

We decided during the past year that it is time for us to give up the editorship of this publication. We have had a great time working with so many of you. The quality of the work and the support of the Committee Chairs and the Boards have been outstanding. Since Fall '92, we have implemented a number of changes, experimented with formats and generally had a lot of fun getting each issue

together. It is time now to pass the NEWSLINE on to new editors. Beginning with the January or April issue (we're not sure yet which it will be) **Jill Rench** (phone: 352-392-0537, fax: 352-392-0537, email rench@nervm.nerdc.ufl.edu) and **Donna Turner** from University of Florida will be your new Managing Editors. We are very, very pleased to be turning it over to such good hands. Jill and Donna are busy organizing their ideas and getting things lined up to take over. We're sure that we will see exciting new issues coming from them as they produce their own vision of the NEWSLINE. We know that you will give them the same help and support that you gave us.

By the way, Donna just attended her first conference! Now this is what we call "getting involved."



Jill Rench (l) and Donna Turner

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1985	~60	~60
1990	~100	~100
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(l to r) Joe Chase, Elaine Scudder, Kevin Maute, Joanne Scillitoe, Jeff Your

Meet the New Board

Kevin Maute, President

NAOSMM is an organization that is made stronger by friendship and giving. Each year we increase our membership with people from all areas around the United States and Canada. We have constituents from small, medium and large universities; we add corporate memberships annually. I want the members who have joined in the past year or two to think about giving some of their time to improve our organization. NAOSMM has many committees that require the expertise that you, as new members, can offer. Committee Chairs are always seeking willing participants who desire to learn more about THEIR organization by involving themselves.

I joined NAOSMM in 1986 and attended conferences in Boston, Minneapolis, Portland, Philadelphia, and Tampa before I “saw the light.” I had made several friends over those years and enjoyed coming to the conferences, but I had never volunteered any of my time. My friends became Committee Chairs and Executive Board members. They were involved and I was not. I did not know if I had anything to offer that would help this organization. In 1995, I finally enlisted to be Host for the 1998 conference in the Northeast Region. I had numerous questions that were readily answered by a host of energetic committee members.

After a year of following the “Host Guideline Bible” of Jack Whitney, I found that the volunteering was not a chore but an enjoyable activity that got me involved with my peers. I became an active member, not just a membership number. I found other members on different committees who were always willing to lend a hand, give advice, or show me the right course to follow. You are never alone when you volunteer. In 1997, I added the Co-chair of the Program Committee (with Mary Ann Stoll) for the Portland Conference. The more I was involved the easier it became for me to relate to others in our organization, both on the university and corporate levels. Where once I had a few friends, I now had many. They are the volunteers who make NAOSMM the great organization that it is.

As I begin my term as President, I hope that I can count on many of the new members, and some of the “not so new,” to volunteer for a committee. You can add to NAOSMM with fresh ideas and new perspectives. You **will** make a difference!

Joanne Scillitoe, Vice President

I am honored to serve NAOSMM as VP for the next two years. I look forward to working with NAOSMM Committees to help NAOSMM continue to grow and develop into the next millennium. NAOSMM functions through many volunteers serving on many committees. I want to encourage all members to consider serving on a NAOSMM committee. There are many opportunities, and the rewards and friendships developed far outweigh the time and effort expended.

Elaine Scudder, Secretary

I wish to thank all the members of NAOSMM for their support in the election. I am looking forward to the next two years of growth and change; it promises to be exciting. I will work hard, along with the other board members, to help NAOSMM meet the challenges the new millennium will bring. Please don't hesitate to contact me if you have any suggestions, questions, or problems. See you in North Carolina.

Jeff Your, Treasurer

I am happy to be serving the membership as Treasurer, for another term. The financial standing of NAOSMM is solid and we will be able to grow the organization into the 21st century without another dues increase for several years. During the next couple of years I plan to put our financial standing on a more professional basis. We will be adding American Express to the complement of credit cards that the organization can accept during the next few months so that we may serve our members more completely. Thanks for your vote of confidence.

Jonathan Gibbons, Manager Of The Year _____

By Jaque Cranston

Jonathan D. Gibbons of Sphinx Pharmaceuticals was named Outstanding Scientific Materials Manager of the Year for 1999 at the 26th annual NAOSMM Conference and Trade Show in Colorado Springs, Colorado.

Jerry Clark, Eastern Area Manager of Kimble/Kontes, presented Jonathan an exquisite glass sculpture in recognition of his achievement. On behalf of NAOSMM, outgoing President Joe Chase honored Jonathan with a plaque to commemorate the event.

Jonathan began working at Sphinx Pharmaceuticals in 1992 as the laboratory services supervisor. His main tasks were shipping and receiving, general stock inventory, and glassware services. After Eli Lilly acquired Sphinx in 1994, Jonathan's job title grew when he became responsible for building maintenance and operations. He was in charge of several organizational moves, all the while ensuring that all laboratories ran fully stocked so as not to hinder the scientific work being performed. Jonathan also played a significant part in the technology transfer partnerships with Japanese companies by setting up three training labs in a minimal amount of time, and arranging for the packaging and shipping of equipment and supplies to Japan.

Jonathan remains actively involved at Sphinx Pharmaceuticals. He is a member of the new Building committee, the Environmental Health and Safety committee, the Space committee, and the Inventory Management Task Team. He is described by a colleague as the "go to" man—the one who can figure out solutions to unresolved issues. He has also received several recognition awards for his diligence and outstanding performance.

Jonathan became a member of NAOSMM in 1993, and has been actively involved ever since. He served as moderator for the Roundtable Discussion at the 1995 conference. He has also served on the Program



Jerry Clark presenting award to Jonathan Gibbons

Committee 1996-1997, the Awards Committee 1997-1999, the Vendor Relations Committee 1997-1999, and the Site Committee 1998-2000. Jonathan became a Certified Scientific Materials Manager in 1998. Portions of his research paper appeared in 1998-99 issues of the NEWSLINE. Currently, Jonathan is in the midst of planning the 2000 NAOSMM conference in Research Triangle Park, North Carolina.

When not at work, Jonathan plays an active part in his community. He is a member of the Holly Springs Chamber of Commerce, and had been appointed to the Town of Holly Springs Planning Board.

Jonathan has made a lasting impression on all of those who have met him. He is a man who goes above and beyond the call of duty whether it's at Sphinx Pharmaceuticals, NAOSMM, or in the community of Holly Springs. His contagious positive attitude and professional manner have made him a prominent person. Congratulations, Jonathan, on being awarded such an honor as Scientific Materials Manager of the Year. It is well deserved.

NEWSLINE Deadline

The next deadline for material to be published in the January issue of NEWSLINE is **November 17**. It is essential that material to be included for that issue is in our hands by that date. *Articles arriving after that date will not appear in the January issue.* We will be grateful for any articles submitted to us in **Microsoft Word** on a diskette or emailed.



Nalge Nunc International Professional Training Fund Award

In 1987, the Company which is now Nalge Nunc International came to the NAOSMM Board with a proposal for financially assisting members who wanted to attend the Annual Conference and Trade Show, but were unable to get the funding they needed. Out of this proposal grew the Nalge Nunc International Professional Training Fund Award. Each year this award is distributed to deserving NAOSMM members, preferably members who have never had the chance to attend a NAOSMM Conference. At the Awards Banquet this year, Steve

Lambert presented the following NAOSMM members with the Nalge Nunc International Professional Training Fund Award:

Allison Koster, *Luther College, IA*
Roy Nyman, *Florida State University, FL*
Donna Turner, *University of Florida, FL*
Linda Vecellio, *Idaho State University, ID*
Kevin Wilkes, *Princeton University, NJ*

From the President (continued from page 1)

Several of the Committee Chairs have changed, and I want to thank all of the members who have volunteered to lead a committee that had an open chair: Dave Roberts, Membership; Glen Thornley, Site Selection; Jill Rench and Donna Turner, NEWSLINE Editors; Linda Perez-Saldana, Directory; and Don Wareham, Survey. Many other members inquired about the open positions and the Executive Board appreciated your interest. Any members who would like to join one of these committees should contact the Chair via phone or email. We need new ideas and renewed enthusiasm for all of our committees.

Congratulations to Jonathan Gibbons, CSMM, for being named Outstanding Manager of the Year. Jonathan is the Lab Services Maintenance Coordinator for Sphinx

Pharmaceuticals, a Division of Eli Lilly & Company and he is the Chair of the Host Committee for the 2000 NAOSMM Conference and Trade Show in Research Triangle Park, North Carolina. Along with his regular duties at Sphinx, he is working diligently to organize the upcoming conference, and I am sure we will all be pleased with the outcome.

As your new President, I am grateful to have the experience of Joe Chase, Past-President; Joanne Scillitoe, Vice President; and Jeff Your, Treasurer, along with the fresh ideas and enthusiasm of Elaine Scudder, our new Secretary. Please feel free to call me or e-mail me with your ideas or thoughts about NAOSMM. Together we want to make this organization the best that it can be.

NAOSMM Seminar and Trade Show Attendance Grant

This year, NAOSMM's President, Joe Chase, presented Attendance Grants to 12 fortunate members who otherwise might not have been able to attend the 26th Annual Conference in Colorado Springs. All the recipients were most grateful for the support. They are:

Joanne Brown, *Saint Joseph's University, PA*

Carlos Cabello, *Rice University, TX*

Sally Jo Divis, *California State University at San Marcos, CA*

Barbara Ann Hontz, *University of Scranton, PA*

Cynthia Kuhlken, *Central Washington University, WA*

Carmen Lorenz, *Whitman College, WA*

Jan Mack, *California State University at San Bernardino, CA*

Ginger Martin, *Florida State University, FL*

Judy Kay Ochrymowycz, *University of Wisconsin-Eau Claire, WI*

Linda Riebling, *University of Illinois at Springfield, IL*

Chris Rodman, *Florida State University, FL*

Sue Viglione, *Youngstown State University, OH*

These grants were made possible through the support the following vendors gave NAOSMM by advertising in the NEWSLINE: Aaper Alcohol, Accurate Tracking Systems, Ace Glass, Inc, Bio-Rad Laboratories, BOC Gases, Brandtech, Cambridge Isotopes, Cole-Parmer Instruments, DOT Scientific, Leica, Nalge Nunc International, New England Biolabs, Norton Plastics, and Spectrum Quality Products

Applications and qualifying information for these 2 awards will appear in the January NEWSLINE. It's not too soon to start planning to attend the Conference in Research Triangle Park, NC next year. If you have any questions please contact Vickie Thompson, Awards Chair, at 626-359-8111 x2370, or e-mail at vthompson@coh.org.





Paul receiving award from President Joe Chase

Distinguished Service Award to Paul Yedlik

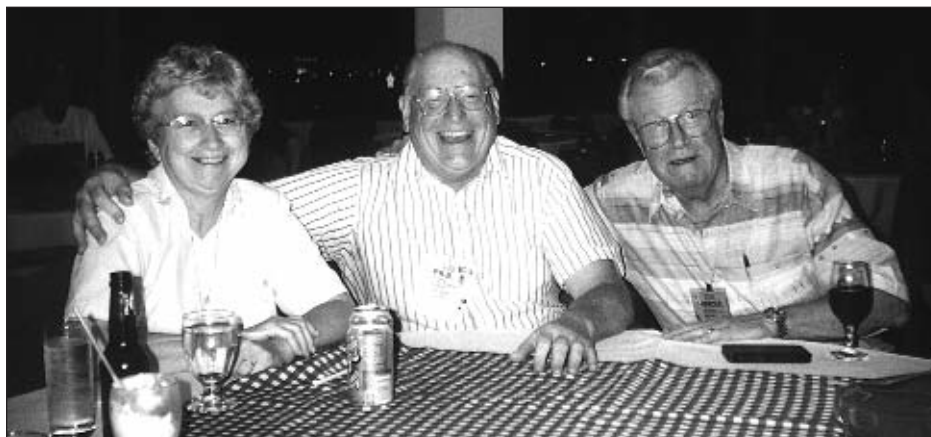
Paul Yedlik received NAOSMM's **Distinguished Service Award** at the Conference Banquet in Colorado Springs. Paul joined NAOSMM in 1982 and has been a major contributor for all of his 17 years. Paul has been involved in so many aspects of the organization that some say he could be dubbed "Mr. NAOSMM." He has been President, Treasurer, Vendor Relations Chairman, Membership Chairman, Registration Chairman and the person to find when there was a problem at the Conference. He has done all of this while performing his job as Manager of Stores at the University of Iowa.

For those of us who have been involved in the operation of a Conference we all know that Paul is the hardest working, behind the scenes member around. Whenever a difficult situation arises, Paul is there to defuse it and set-

tle it. The beauty of what Paul does is that none of the attendees know that there were ever any problems! Paul strives to make sure things run smoothly but he sure does worry!

No tribute to Paul would be complete without mentioning his wife Mary Lou. She has been his right arm through all these years and even made her own contribution. Mary Lou manned the Registration Desk for several years helping all of us get set for the Conference. She also seemed to have a never-ending source of 'emergency' materials that no one else could find. Paul and Mary Lou are always among the first members to reach a Conference site, making sure everything is ready for us. Paul, you are most deserving of this award—you earned it!

Congratulations Mr. NAOSMM!!



Special Recognition

This year's conference and awards banquet provided us the opportunity to honor a dedicated NAOSMM member, Lori Keen.

A member since 1990, Lori was presented with a "Special Recognition Award" honoring her for her continued dedication and service to NAOSMM. Since joining NAOSMM, Lori has served two terms as Secretary from 1993-1997 and one term as Vice-President from 1997-1999. In addition to these responsibilities, she has presented seminars and moderated member-vendor interactions at the annual conference. She continues to work as Lab Manager for the Biology Department at Calvin College.



Lori Keen (l) receiving a Special Recognition



Joe passes to Kevin

Thank You

I want to take the time to thank the Board of Directors and Committee Chairs for their support during my 1997-99 Administration. Together these people make up the backbone of the NAOSMM organization through their caring and sharing, again many thanks.

Also, a welcome to all the new members that joined us in Colorado Springs a couple weeks ago. This was a very successful conference and well attended. I heard a number of enthusiastic comments from first-time attendees, that they have found in NAOSMM a niche organization to fit their needs. Go follow and spread the good word; tell others about NAOSMM and what we have to offer. And the attendees elected a new Board of Directors.

Please welcome:

President: Kevin Mautte from Northeastern University

Vice President: Joanne Scillitoe from Princeton University,

Secretary: Elaine Scudder, C.S.M.M. from Truman State University

Treasurer: Jeff Your, C.S.M.M. from John Carroll

University **Past-President:** Joe Chase from Third Wave Technologies, Inc.

Joe Chase

Honors & Recognition

Seth Ruskin and his wife Amy have been volunteers for the City of Tucson Household Hazardous Waste Program (HHWP) since 1992. The HHWP collects old paints, pesticides, herbicides, etc., and sorts them for packing, transportation and disposal/recycling. With his chemistry background, Seth is often called upon to assist in the sorting process. After receiving numerous Top Volunteer Awards to make their community and landfills safer and more environmentally sound, Seth and Amy withdrew their names from awards consideration.

This year, they were unable to attend the HHWP

Banquet as they were at the NAOSMM Conference. It was a wonderful surprise to learn that the committee, unable to name them Top Volunteers, had renamed the award. It will now be known as "The Ruskin Award."

Barbara Neff recently collaborated on an article on the safe handling and storage of chemicals that was published in the September issue of *Science Teacher*. Being published is something Barbara never expected to occur, but she credits NAOSMM with giving her the confidence and professionalism to pursue the project.

Colorado Springs Wrap Up

by Beverly Hall

The 26th annual NAOSMM Conference and Trade Show was appropriately dedicated to Richard Stoops, conference co-host who passed away on July 2, 1999. At the opening session, Sergio Vega gave a moving tribute to Dick as he recalled his warmth, humor and love for the natural beauty of Colorado Springs. The Rocky Mountains were a majestic background to the Sheraton Hotel where the staff went over and above to ensure that we were welcome and comfortable. After checking in, the week literally flew by with a buzz of activity.

Kevin Mautte and Linda Perez-Saldana organized the seminars with topics that provided insight as to how members could do their jobs more effectively. As usual, Paul Yedlik had the Trade Show running smoothly and members had the opportunity to talk with vendor reps and learn what new products had emerged in the marketplace.

We gratefully acknowledge the vendors who financially supported our refreshment breaks during the week: Aaper Alcohol, Bio-Rad, Cambridge Isotopes, Cole-Parmer Instrument, Dot Scientific, Dynalon Labware, Sigma-Aldrich, Spectrum Laboratory Products and USA Plastics. The hectic days of learning were balanced with a variety of vendor sponsored evenings, and we extend a big, Western thank you to these vendors: Fisher Scientific for the Welcome Reception where members enjoyed a buffet supper, met new members and renewed old acquaintances; Kimble-Kontes, BD Labware, VWR Scientific Products and EM Science for a fun-filled

evening at the Flying W Ranch and a great hospitality hour back at the hotel; and Corning Science Products who gave us a blast from the past with 50's Night complete with hamburgers, french fries, poodle skirts and the jitterbug. Prizes for music trivia, costumes and dancing went over real big. I personally think of Dick Clark and myself as the oldest, living teenagers and if it's true that history repeats itself, I can hardly wait for this era to come around again!



Our tours itinerary piqued the interest of many members. The Sunday morning rafting trip attracted 51 adventuresome people (47 plus party of 4 who left after group departed). The alternate tour also attracted 51 people and was highlighted with a visit to the USAF Academy and Garden of the Gods. For the Friday Educational Tour, we traveled to the summit of Pike's Peak via the Cog Railway and saw first hand why this setting inspired the lyrics to "America the Beautiful." After descending the peak, we enjoyed a history lesson with a brief visit through Old Colorado City. Judging by the many comments, the '99 conference was deemed a huge success. It was also a huge project that involved many people who deserve a big round of applause, so here goes.

First, I would like to thank my employer, Spectrum Laboratory Products, who generously gave me "as much time as I needed" to work on the conference. Next in my long line of thank you's are Linda Perez-Saldana and Eileen Torok, two dedicated individuals who served on





Kimble-Kontes Group



Corning Group

the conference committee. Linda volunteered for many tasks and her creative talents were evident throughout the conference. Eileen took charge of break sponsorship and customized our tours itinerary. They both took full responsibility for their tasks and made my job very easy as my only involvement was a phone call to request a progress report.

We also received many free services; so, thank you to Sergio Vega and Abbott Laboratories for printing the Program Books; Kevin Mautte and Northeastern University who made up the many signs for seminars, breaks, etc. Thank you also to Marge Masterman and Florida State University's Graphic Arts Department for preparing the camera-ready artwork needed for the logo on tote bags, program books, etc. Speaking of artwork, Phil Waite, aka Mr. Webmaster, compiled the information and created the delightful text on the conference website—he's a genius!

As a novice at hosting, I relied a great deal on Shirley Buchli, Conference Coordinator, and Kevin Mautte, Conference Consultant. Thanks, guys, for always being there with your suggestions and moral support. I could also count on Janet Chrisman and Barb Neff, NEWSLINE editors, for encouragement; the Committee Chairs and members who volunteered their time to make a meaningful contribution. Last but not least by a long shot, my thanks to the members of the Executive Board, Joe Chase, Lori Keen, Joanne Scillitoe and Jeff Your who always managed to be there when I needed you most.

In closing, a very special thanks to Joe Chase who gave me his beautiful, engraved silver tray and to the NAOSMM organization who presented me with the marble, engraved pen set so I could remember the conference for many years to come. I'm sure Dick Stoops was with us in spirit and pleased that we had fulfilled our logo by "Rounding up the best in the West."



From the Hospitality Committee

Ginger Martin, Chair

What a great week we all had in Colorado! My thanks to my fellow Hospitality Committee members for all their hard work. We welcomed 22 first time attendees to this year's conference. A new twist to the conference was the addition of "goodie bags" for all first time attendees. We sure enjoyed assembling the bags with items that traveled from Texas, Utah, Pennsylvania and Florida. We hope that added a personal touch for all the new folks.

Did you have a good time at the conference? Did you meet folks who understand the challenges that you face in your job? Did you learn something that you can apply to

your work? If you answered YES to any of these questions then how about sharing NAOSMM with a colleague! NAOSMM has much to offer and our strength comes from the membership. Let's all make a point to bring one new member to the NAOSMM conference in the year 2000!



We are already anticipating next year's conference in North Carolina! If you have any suggestions on how the Hospitality Committee can better serve the NAOSMM membership, please let me know!

First Time Attendees



Seated l to r: Sheres Caines-McKenzie, Linda Vecellio, Robert Chavez, Ginny Eulo, Cassandra Wong, Lisa Kuntz, Shely Hopkins

Middle l to r: Sally Jo Divis, Darcy Blankenhorn, Laura Tellez-Corral, Carol Williams, Barb Hontz, Ted Darzycki, Jon Norman

Rear l to r: Kevin Wilkes, Donna Turner, Mike Henderson, Garry Pearson, Brian Fecteau, Robert Schroer

Attending but not pictured: Ken Osborne, Tom Lehman, Dennis Nagy and Rick Disbrow

President's Awards



Richard Kramme of **Ace Glass** presents the President's Award to Joe Chase



Corning/Costar President's Award is presented to Joe Chase by Giles Reneau





NAOSMM 26th Annual Business Meeting

July 29, 1999

Sheraton Colorado Springs
Colorado Springs, CO

The meeting was called to order by President Joe Chase at 3:08 p.m.

Assignment of Parliamentarian

President Chase assigned Bob Bishop as Parliamentarian for this meeting.

Approval of the 1998 Business Meeting Minutes

A motion to approve the 1998 Business meeting minutes, as published in the Winter 1998 *NEWSLINE*, was made by Bob Barnette and seconded by Sergio Vega. The minutes were accepted by the membership.



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Election of Officers

Glen Thornley, Nominations/Elections Chair, announced that his committee consisted of himself, Sheri Howell-Redmond and Joanne Brown. In his efforts to secure nominees, Mr. Thornley found that many members are busy and are not comfortable taking a leadership role within NAOSMM. Serving on the NAOSMM Board provides both personal and professional development. He encouraged members to consider serving NAOSMM in the future. This year there is currently only one nominee for each Board position. We would all like to see at least two nominees for each position but, fortunately, we have all good nominees this year.

Mr. Thornley discussed how the election process would proceed. Each nominee would be announced and the floor would then be open for further nominations for each office. It is not appropriate to nominate someone without their approval and only regular members are eligible to vote. If, after the nomination process, there is still only one candidate for each office, he would solicit a motion from the floor to declare the nominees elected by acclamation. If additional candidates are nominated from the floor for some offices, the motion for election by acclamation can still be made for the unopposed nominees and then a call for proxies will be made and ballots will be distributed for the election.

The election proceeded. Mr. Thornley introduced the four nominees:

Kevin Mautte, Northeastern University—President
Joanne Scillitoe, Princeton University—Vice-President
Elaine Scudder, Truman State University—Secretary
Jeff Your, John Carroll University—Treasurer

The floor was declared open for nominations for President. No nominations were made. A motion to close the nominations for President was made by Mary Ann Stoll and seconded by Sergio Vega. The floor was declared open for nominations for Vice-President. No nominations were made. A motion to close the nominations for Vice-President was made by Bill Best and seconded by Roberta Black. The floor was declared open for nominations for Secretary. No nominations were made. A motion to close the nominations for Secretary was made by Sherrill Wolf and seconded by Marge Masterman. The floor was declared open for nominations

for Treasurer. No nominations were made. A motion to close the nominations for Treasurer was made by Tammy Tayman and seconded by Mary Ann Stoll. There was no need for proxies or handing out ballots. Sergio Vega then made a motion that all four candidates be declared elected by acclamation. This motion was seconded by Lamar Houston and was carried unanimously.

Mr. Thornley felt that since the membership had placed a sustaining vote there is implied support for this Executive Committee. He asked the membership to applaud the Board for their willingness to serve us.

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Presentation to Sheraton Conference

Coordinator

Beverly Hall, 1999 Conference Host, thanked Heather Snow, Sheraton Hotel Director, for her assistance in making the 1999 Conference a success.

Presentation to the 1999 Conference Host

Beverly Hall was presented with a corsage from the Executive Board as a token of their appreciation of her hard work as the 1999 Host.

Auditors Report

Bob Barnette, NAOSMM Auditor, assured the membership that Jeff Your, NAOSMM Treasurer, is bonded and that NAOSMM is financially sound. The financial records were audited on July 28, 1999 by Bob Barnette and Amy Aldridge and were found to be accurate. Monthly bank and savings statements have been reconciled through June 1999. The Statement of Income, Assets and Equity is in balance. A random selection of invoices and income were compared with paid checks and deposits. Entries were recorded correctly, bills were paid on time, and deposits were timely. Within the past year, MasterCard and Visa payments have been accepted. Income transactions were reviewed and this payment method was found to be a definite benefit to both members and NAOSMM. Records kept by Mr. Your were found to be neat and complete. Mary Ann Stoll made a motion to accept the Auditor's report. This motion was seconded by Elaine Scudder and was passed by the membership.

Treasurer's Report

Jeff Your, NAOSMM Treasurer, provided a seven page financial handout to the membership. The handout consisted of:

NEWSLINE feature entitled "A Comment from the Treasurer"

NAOSMM Statement of Income, Assets and Equity
NAOSMM Report of Operations and Statement of Expenses
Conference Related versus Non-Conference Related Income
NAOSMM Statement of Income and Assets
NAOSMM Report of Operations
Statement of Expenses and Results of Providing MasterCard and Visa

By the end of fiscal 1998, there were 308 paid individual memberships and 70 paid corporate members. Based on our income and expense breakdown, the individual cost for membership in NAOSMM was \$49.95. We can accurately validate last year's increase of dues to \$50 for individual members and the weighted dues increase for corporate members. Fiscal 1998 began the year with a balance in the bank of \$ 28,248.77. We ended the year with \$60,851.12. Mr. Your thanked the efforts of Janet Chrisman and Barbara Neff who kept the NEWSLINE expenses within budget, Jack Whitney who kept the Directory expenses within budget and Kevin Mautte, 1998 host, who managed to make the 1998 Conference profitable. In 1998, approximately \$16,000 was collected in Conference registration fees and \$31,500 in booth fees. The 1998 dues increase was instituted after

the 1998 Conference. Mr. Your also mentioned that the associate member dues was inadvertently not increased with the regular and corporate member dues last year. This increase will be discussed again during Old Business of this meeting. A significant amount of pre-paid 1999 dues income during 1998 was collected totaling \$7,400 for regular members and \$4,500 for corporate member.

The operations report reflected a Portland, Maine hotel bill of \$20,000, which was one of the least expensive conferences in several years. This is largely due to the cost containment efforts of the Host, K. Mautte, Board efforts in contract negotiations and Shirley Buchli's monitoring of daily conference costs. Printing and postage were significant expenses for the NEWSLINE and Directory. An accurate membership database is important to keep these expenses to a minimum. In 1998, travel grants were awarded through NEWSLINE ad revenue and a donation from Nalge Nunc. NEWSLINE ad awards totaled \$3,084 and Nalge Nunc awards totaled \$3,750. Ginger Martin asked about the missing expenses on the Operations and Statement of Expenses report. Mr. Your explained that in a given year there may not be expenses in a particular category or these services were donated to NAOSMM. The Corning fund award is earmarked for programming expenses. In most years, all is spent but in 1998 the Corning speaker's fee was \$500 lower than normal. Any excess in this account is rolled over into the general fund

for 1999 programming costs. Lamar Houston asked what line item 275.4 was for. Mr. Your replied that this was for the printing of registration packets for individual members and line 275.5 was for the printing of the registration packets for corporate members.

Mr. Your referred to the page reflecting the comparison between conference related and non-conference related income and expenses. He explained the categories for each. As was discussed last year, the membership dues did not fully support the member related expenses and conference income was subsidizing members who did not attend the Conference. Out of fairness to all members, dues were increased in 1998. Conference related income includes Conference registration, tours, and banquet tickets. Non-Conference related income includes member dues, bank account interest, mailing label revenue and NEWSLINE ads. Debbie Pusateri asked about the need for a companion package charge for the Conference. Mr. Your explained that this charge helps defray NAOSMM's expense for companions for the reception, breaks and banquet. This charge is molded into Conference registration, it is not a separate line item. Patricia Barker asked about account interest. Mr. Your stated that NAOSMM savings accounts earn an average return of 5% totaling \$1,938 in 1998. Sergio Vega asked about line items 351.2 and 352.1. Mr. Your explained that these items are for travel expenses for site selection and the Spring board meeting, respectively. The Spring board meeting also serves as a check on the Conference property for the coming year. Mr. Vega suggested that more descriptive detail be included on these lines in the future. Jack Whitney inquired about line item 350.12, asking who else is taking pictures beside himself. Mr. Your explained that Cecil Wells attended the 1998 Conference and was also reimbursed for his NAOSMM related pictures and the remaining cost was for the purchase of the digital camera and associated costs. Linda Perez-Saldana asked about the \$100 for mailing labels in line item 104.1. Mr. Your explained that in 1998 vendors were permitted to purchase mailing labels for \$25 each through the Membership Committee. This is no longer policy. Currently, Corporate members are provided a set of labels free of charge. Mailing labels are no longer available to non-members and this line item will be removed in the fiscal 1999 records. Patricia Barker asked about line item 275.7 entitled Miscellaneous Printing. Mr. Your explained that this included letterhead for the Board and committee chairs and the printing of new regular and corporate membership brochures. Virginia Eulo asked about the overall distribution of the information provided in the handout. Mr. Your explained that the NEWSLINE, the primary mechanism of communication for NAOSMM, has a wider audience than the membership. It is the feeling of the Board and the NAOSMM Auditors that some NAOSMM financial information is sensitive, such as income received from vendors and exhibitors, and should

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be available to only NAOSMM members. The NAOSMM books are open to all members but there are other people who receive the NEWSLINE. NAOSMM specific and itemized financial standing information is not intended to be viewed by non-members. Rather than publishing itemized ledger sheets in the NEWSLINE, a summary regarding financial stability and member services expenses is published. NAOSMM is not a publicly traded corporation and, as a non-profit entity, is not held to the same financial standings of the SEC. President Chase interjected that any member not in attendance would be provided this detailed information upon request. This should be noted in the next NEWSLINE issue.

In 1999, we started the year with \$60,851.12, which was the ending balance of fiscal 1998, and have a balance of \$109,702.03. This is an artificially inflated figure because conference registration and booth fees have been collected but conference bills have not yet been paid. This figure will dwindle significantly as bills are paid in the next few months. NAOSMM does have a significant financial cushion, which ensures that NAOSMM is on firm financial footing and will continue into the future rather than dissolve. Lamar Houston asked about the itemized cost of equipment. Mr. Your responded that the Board is considering long-term investments for surplus cash that is not used on an operating basis. Jack Whitney asked how much the 1999 Conference will cost in comparison to the 1998 Conference. Shirley Buchli responded that the 1999 Conference will cost more than the 1998 Conference. The Sheraton Hotel allowed a \$5,000 credit to NAOSMM due to the trade show change, but additional food and services were needed because the vendors arrived earlier in the week. Lamar Houston asked if there was a conference budget that is derived from registration fees. Ms. Buchli replied that a budget is established and invoices and expenses are reviewed continually by her during the conference week. Conference expenses are totaled daily, compared to the budget and compared with the actual Conference income before payment. All conference services are contracted in advance. Dennis Clark asked what dollar figure generates an IRS flag. Mr. Your responded that a revenue stream of \$25,000, which was reached years ago, was the trigger point where tax returns needed to be filed. The second trigger point is \$100,000 where NAOSMM can no longer file a simple 990 tax form but must file a complex six page IRS form explaining how money is spent and where income is derived. NAOSMM has also hit this second trigger point. Income collected with no specific purpose is a problem with the IRS. Mr. Your reminded the membership he was audited by the IRS at the beginning of his term, and that Tom Kormos, the previous Treasurer, was also audited by the IRS during his term. These audits were correspondence audits. Mr. Your invited members to

volunteer to help with filing the NAOSMM tax returns.

On the expense side, as of July 1, 1999 \$4,000 in expenses was incurred by the NEWSLINE. The Directory bill was not received by July 1 so it is not reflected in these figures. Printing for conference registration packets was \$1,993.

Starting in Fall 1998, NAOSMM began accepting MasterCard and Visa (MC/V) payments. This option was found to be beneficial to both individual and corporate members. Thirty percent of all income transactions were by MC/V, which is 12% of our total income. The benefit to NAOSMM is that the money goes into the bank faster and earns more interest. \$1,281 was earned as interest on NAOSMM savings accounts during the first half of 1999. The MC/V payment option allows more flexibility for our members. Overall, the cost of using the MC/V cost NAOSMM \$173, less than 2.4 cents for every dollar of the thirty percent of income collected this way. Beginning in the Fall 1999, NAOSMM will also accept American Express payments.

There were no additional questions from the membership. Jack Whitney made a motion to accept the Treasurer's report. This motion was seconded by Paul Yedlik and was passed by the membership.

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Committee Reports

Ad Manager, Joanne Brown

The NEWSLINE Ad Manager solicits advertisements for the NEWSLINE. All income from these ads goes toward the NAOSMM Seminar and Travel Grant which provides financial support for members to attend the Conference. This year there were more ads than in the past. In the Summer 1998 edition, 10 quarter page ads were sold. In the Summer 1999 edition, 19 quarter page ads were sold. It is important that members read these ads and let the companies know that the ads initiated their purchase. The vendors need to be able to justify their ad spending.

Awards, Vicky Thompson

The Awards Committee consists of Vicky Thompson-Chair, Lori Keen as NAOSMM VP, Joanne Scillitoe as NAOSMM Secretary, Eileen Torok, and Jonathan Gibbons. Ms. Thompson thanked Ms. Brown for her efforts in increasing travel funding for members by increasing the NEWSLINE ads. There were 18 applications for travel funding with only one person declining so 17 were awarded. Five of the awardees received funding from the Nalge Nunc travel grant. All members are

eligible for travel awards and may apply every other year. A change approved by the Board this year is the need for awardees to provide bills showing their actual travel and lodging expenses. Beginning with the 2000 Conference, awardees will be required to provide a copy of their hotel bill and their transportation expenses. NAOSMM needs to monitor the actual expenses of the awardees. Another change within the Awards Committee is the Manager of the Year nomination process. Beginning with the 2000 Conference, all nominees will automatically be nominated for two years rather than the current one year nomination. The Awards Committee would like to see an increase in the number of nominations for the Manager of the Year award. All award application information may be found in the NEWSLINE.

Certification, Heather Hall

The Certification committee consists of Heather Hall-Chair, Ed Graham, Sergio Vega, and Lori Keen. This year there was only one awardee for certification, Debbie Pusateri. There are now 15 certified members and 8 lifetime certified members. Fourteen people have asked about Certification during the past week. Ms. Hall expects more certification applications over the next year. The Certification Committee has recommended a change in Certification requirements to the Board. The change will revamp the requirements to add re-certification prior to Lifetime Certification status. If this change occurs, it will not be in place for another two to three years. Ms. Hall suggested that all who are considering certification get this done prior to the requirement change.

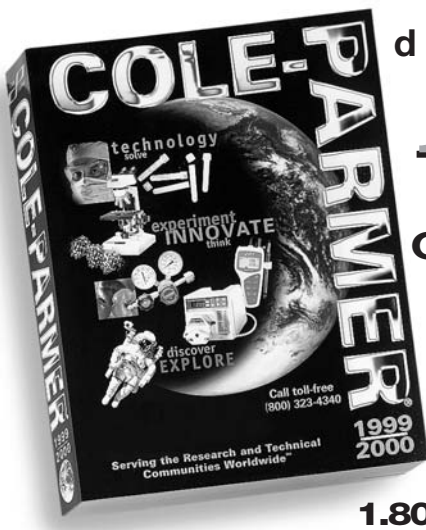
Corporate Relations, Beverly Hall

The Corporate Relations Committee consists of Beverly Hall and Dennis Pope. This year, information was compiled for the introduction of the vendor yellow pages in the 1999 NAOSMM Directory. The hope is that NAOSMM members consider NAOSMM vendors for their purchases. Of the 88 questionnaires mailed, there were 61 responses. Additional attempts were made by phone to get information from those that did not respond. At this conference, vendors were approached about inclusion in the yellow pages. There was a grace period last year which resulted in including many vendors in the yellow pages who have not paid their dues. This year, vendors who have not paid their dues will be dropped from the next edition. Ms. Hall explained to vendors that support for NAOSMM is a two-way street. Vendors should help recruit new NAOSMM members.

Directory, Jack Whitney

This year, there was greater cooperation between the Directory and Membership committees. Allison Koster

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provided the names and addresses of paid members. A total of 450 copies of the Directory were printed costing \$6.66 each to print and \$1.23 each to mail totaling a cost of \$7.89 to print and mail each Directory. The Directory was only distributed to paid members, and additional copies were available at the registration table for those who did not receive one. This year, a new addition to the Directory was the vendor yellow pages.

Hospitality, Ginger Martin

This year 46 new members were contacted by the committee. New members were encouraged to attend the Conference. There are 22 new members/newcomers at this conference.

Internet Report, Dave Roberts

Phil Waite, the Internet Committee chair, provided a written report to the Board but was unable to attend the conference. A majority of the membership is familiar with the web page. Both the online membership form and the online booth assignments for vendors have been successful this past year. The Denison web page activity in February, where a portion of the NAOSMM web site is hosted, totaled 3000 hits. The NAOSMM web page is hosted on four different servers. In general, the website gets a lot of activity. Mr. Roberts encouraged members to continue to use the web page and the listserv.

2000 Host, Jonathan Gibbons

The 2000 Conference will be in Research Triangle Park. The hotel is located near the Raleigh/Durham airport with a free shuttle. Room rates are \$85 per night. There is bus service to Durham and Chapel Hill from the hotel. Day trips being considered are the beach, zoo, historical sites, museums, semi-pro sports and golfing. The Conference dates are July 31-August 4, 2000 at the Sheraton Imperial Convention Center. The trade show is scheduled to be on the Wednesday and Thursday of that week. Please watch the web site for more information and local links.

Site Selection, Bill Best

Bill Best visited Grand Rapids, MI this past spring and subsequently presented the Amway Grand Plaza in Grand Rapids as the 2001 site. Grand Rapids was approved as the site for the 2001 Conference. The Conference will be held July 30-August 3, 2001. The hotel is \$95 per night and is in a downtown location. There is not enough room for the trade show in the ballroom so a convention center, located adjacent to the hotel with a skywalk access, will be used. Roy Nyman and Don Wareham will serve as hosts for this conference. The site selection is currently

only working two years out into the future but would like to increase that calendar to identify sites more than two years in advance. Two years is the minimum amount of time for site selection, but the committee has found that many hotels are already full and increasing the site selection time frame will increase NAOSMM's choices for future sites.

Membership, Allison Koster

As of July 7, 1999 there were 270 paid individual members and 58 paid corporate members. In 1999, 78 members did not renew this membership from 1998. This past year, there were 27 electronic membership submissions and of these 27, 21 became members. Lamar Houston asked if those who did not renew membership were contacted. Ms. Koster responded that these members had not yet been contacted.

NEWSLINE, Barbara Neff and Janet Chrisman

There were few problems this year. Ms. Neff and Ms. Chrisman have served as editors of the NEWSLINE for 7 years and are seeking successors. Several new members have agreed to write a synopsis of seminars for printing in the NEWSLINE.

Publicity, Sue Viglione

The purpose of the Publicity Committee is to let others know about NAOSMM. This year, the committee provided news releases regarding member accomplishments to hometown newspapers and employers. A mailing targeted to 350 biotech companies in the west was performed this past year. Because the membership in NAOSMM is so diverse, a survey of the membership will be conducted to find out what other organizations members belong to and what trade magazines members subscribe to. This information will help the committee target future publicity efforts. Jacque Cranston and Amy Aldridge were thanked for being on this committee.

Vendor Relations, Paul Yedlik

Paul Yedlik also heads the CEU Committee. CEU cards must be turned in by the end of August. There are currently 6 members on the Vendor Relations committee: Paul Yedlik, Andrea Boyle, Marianne Osberg, Debbie Pusateri, Jonathan Gibbons, and Roy Nyman. There are currently 67 vendors at this year's trade show. There were some no-show vendors with no explanations. Out of a total of 88 booths available for next year, 56 already have been reserved. A solid trade show is expected for next year. This past year, booth and trade show floor plan

information was available on the NAOSMM website. This served as a good recruiting tool for new vendors. There were 3 new corporate members from this year's trade show and another 5-6 new corporate members are expected. New responsibilities for the Vendor Relations Committee include taking charge of the corporate membership database, generation of the corporate conference registration booklets, and working with the Corporate relations committee on the Directory vendor yellow pages. To help handle these additional responsibilities, 4 new members were appointed to this committee. They are Don Wareham, Bill Best, Garry Pearson and Jerry Headlee.

Program, Kevin Mautte and Linda Perez-Saldana

This year the committee tried to offer as many different subjects as possible for the conference program. Linda Perez-Saldana is already working on recruiting speakers for the 2000 Conference. There have already been 8 volunteers to speak next year and 17 suggestions for presentations. A new program co-chair is needed for the coming year. If interested, contact Linda.

President Chase thanked all the NAOSMM committee workers for their efforts. This year there are a number of committee chair openings: Directory, Membership, NEWSLINE and Site Selection.

Constitution and By-law, Sergio Vega

Sergio Vega presented information regarding one constitutional change and two by-law changes that will be voted on during New Business of this meeting. Constitutional changes must be published in the NEWSLINE at least 90 days prior to voting. By-laws may be approved at the current Conference. In essence, the Constitutional change is in regard to defining responsibilities for the Past-President. The By-law changes involve the approval process of future Conference sites and the approval of auditors by the membership.

Old Business

President Chase asked for a motion to adjust the Associate Member dues, as discussed during the Treasurer's report. Associate membership is designed for individual sales reps or small businesses. Corporate membership pays for 3 reps where the Associate membership is for only one rep. Sergio Vega made a motion to adjust the Associate Member dues to \$75. This was seconded by Jack Whitney and passed by the membership.



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New Business

Bylaw change in Article III, Section 3 presented by Sergio Vega

Change the by-law to read:

“The geographic location and the general dates for subsequent meetings shall be recommended by the Site Selection Committee and approved by the Executive Board.”

This by-law change will grant the Board flexibility to approve future sites without submitting changes to the membership. As NAOSMM moves to selecting sites up to five years in advance, the Board needs the flexibility to approve sites as needed. Roberta Black made a motion to accept this by-law change. Lamar Houston asked about the change of geographic locations. President Chase explained that site selection mandates specify the 6 geographic locations for Conference sites. The new administration will be updating the site selection mandate and will present any changes to the geographic location rotation to the membership prior to a change. The motion was seconded and passed by the membership.

By-Law change in Article V, Section 4 presented by Sergio Vega

Change the by-law to read:

“At least two (2) Auditors shall be selected at the Annual Conference by the President, with the advice of the Board of Directors, for the purpose of auditing the financial books and records of the organization. The names of the Auditors shall be submitted for approval to the membership at the opening meeting. An audit shall be accomplished prior to surrender of the books to a new Treasurer. The Audit Committee will report findings at the Annual Business meeting.”

This by-law change will allow the membership to approve the auditors at the conference opening session. The current by-law states that the auditors are appointed by the President with the advice of the Board of Directors. The membership should have approval of the auditors and this by-law change recognizes this. Passing of this by-law will require voting at the opening session which is not currently performed. Elaine Scudder made a motion to accept this by-law change. Nick Lauerma seconded the motion and the motion was passed by the membership.

Constitutional change in Article III, Section 5 presented by Sergio Vega

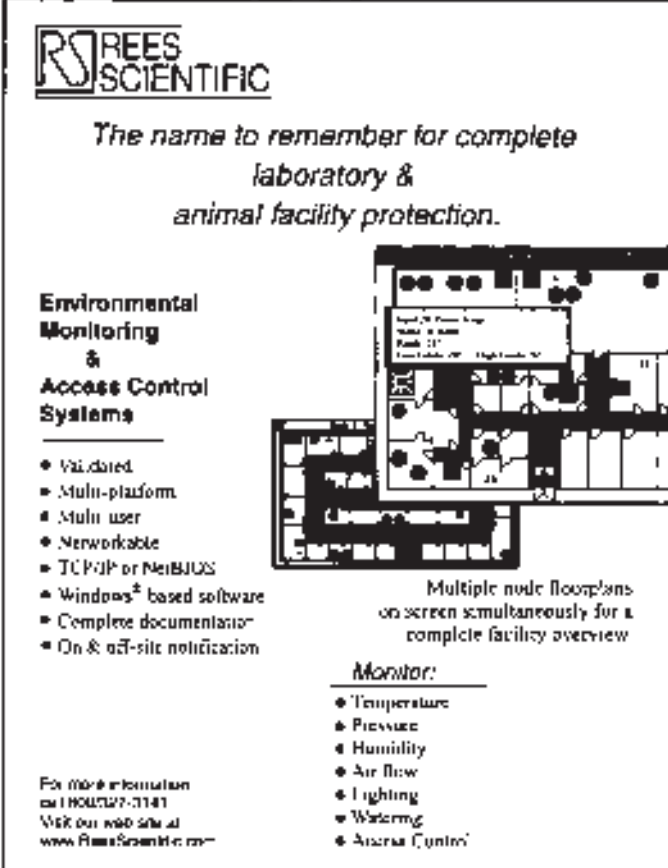
The constitutional change submitted is in regard to the inclusion of duties for the Past-President. Currently, the Constitution only addresses the responsibilities for four of the five board positions. The responsibilities of the Past-President need to be included. The Constitutional change reads:

“IMMEDIATE PAST PRESIDENT: The immediate Past President provides continuity to the new Board. The Immediate Past President shall also function as the Conference Coordinator, having final approval in all aspects of the annual Conference.”

A motion to publish the above Constitutional change in the Fall 1999 NEWSLINE and to vote on the change at the 2000 Business meeting was made by Jack Whitney. This motion was seconded by MaryAnn Stoll and was passed by the membership.

Closing Comments

President Chase made some brief comments regarding the banquet and the Friday tour. The meeting was adjourned at 5:03 p.m.



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Drafted Volunteers

Following are synopses of some of the seminars covered by our members at the Colorado Meeting.

Laboratory Inspections, A Risk-Rated Approach

Presented by John DeLa Hunt
Colorado College

“Laboratory Inspections, A Risk-Rated Approach” was presented by John DeLa Hunt, EHS Manager of Colorado College. Laboratory inspections can be used to identify and correct hazards that could lead to accidents or other harmful situations. Inspections are typically performed due to regulatory requirements such as fire codes, OSHA or EPA requirements, chemical hygiene plans, radioactive materials licensing or ideally, as a good management practice. The steps used in the risk-rating approach are: identify target risk areas (labs, dormitories, etc.), identify a number and set of risks, make a matrix and perform inspections based on the number of “hits.” The set of risks for a typical laboratory might include: radiation, hoods, PPE, compressed gases, storage practices (wastes, flammables, acids), or electrical hazards. A matrix for a chemistry department may look something like the table below.



John DeLa Hunt

Lab Name	Is a Lab?	Radiation?	Compressed Gases?	Past safety problems?	Total # of hits
General Chem	Yes	No	No	No	1
Geochemistry	Yes	Yes	No	No	2
Physical Chem	Yes	No	Yes	Yes	3
Organic Chem	Yes	No	Yes	No	2

Based on this matrix, the physical chemistry lab, with three “hits,” would warrant a more thorough and often inspection than the general chemistry lab with only one “hit.”

Some of the obstacles that hinder lab inspections are lack of time and staff to conduct the inspections. The risk-rated approach to lab inspections is one way to help manage that problem. Risk-rated inspections involve checking the dangerous things more often, but spending

less time on the less dangerous processes. Implementation of this approach involves using the people that are already in the labs as the “auditors” to complete the lab inspections. It requires the cooperation of EHS managers, stockroom employees, departmental staff and faculty, and students or teaching assistants. This combination or team effort is most likely to succeed in creating a safer, healthier and more environmentally protective work area.

Submitted by Joanne Brown
Saint Joseph’s University

Stable Isotopes and Biochemical Research

Presented by Harry Vacek
Cambridge Isotope Laboratories

Harry Vacek of Cambridge Isotope Laboratories presented Monday's 11 a.m. option "Stable Isotopes and Biochemical Research." Harry did an excellent job in communicating the nature and origin of stable isotopes and their applications both current and future.

Stable isotopes are non-radioactive elements that contain an additional neutron(s) in the nucleus. These materials are used in the manufacture of stable isotope-labeled compounds in two forms, Solvents—hydrogen atoms are replaced by deuterium atoms, H_2O vs D_2O (water), and research compounds—some or all C, H, N is enriched with stable isotope l-isoleucine (^{13}C , 99%), l-isoleucine (D_{10} , 98%), l-isoleucine (^{15}N , 95-99%), l-isoleucine ($U^{13}C$, 98% ^{15}N , 96-99%).

Today these compounds are used extensively in NMR, HPLC, GCMC, and Mass Spectroscopy applications. Current medical applications include flux/rates of intermediary metabolic pathways, protein synthesis/breakdown assessment, glycine metabolism/recycling, DNA synthesis rates, and tests involving energy expenditure, and fat metabolism. The latest area of application involves their use as clinical diagnostics in breath tests. Because these materials are non-invasive, fast, easy, and inexpensive, it is expected that over the next 5 to 10 years they will be used as diagnostics in tests for ulcers, fat malabsorption and pancreatic function, liver function and disease, gastric emptying and bacterial growth.



Harry Vacek

Quality control, product labeling information, handling and storage requirements were also briefly addressed by Mr. Vacek. Packaging and storage is similar to non-labeled compounds except for solvents when water contamination is a concern.

Submitted by Norwood Donalson
University of Georgia

New Member Interaction

I thoroughly enjoyed the New Member Interaction session, especially the introduction part and how members came to know of and become members of NAOSMM. I found the encouragement to get involved from various sources from managers and vendors to be extremely interesting.

The expectations appeared to be the same for most of us of what we hoped to get from NAOSMM. By the end of the week, I think most of us were closer to what Kevin Mautte described in his remarks—more of getting

involved and giving back, getting more satisfaction from that.

One troubling question came out of this session that has continued to plague me all week. Why are there so many members of NAOSMM from Academia and so few from industry?

Any thoughts?

Submitted by Robert Schroer
Proctor & Gamble

Vendor Relations Committee



*Paul Yedlik,
Chairman*

NAOSMM would like to thank the 67 exhibitors who filled the 71 booths at this year's 1999 Colorado Springs Trade Show, making this another great Seminar and Trade Show Conference. Your continued support of NAOSMM is greatly appreciated.

We currently have 54 booths reserved for the 2000 NAOSMM Trade Show which will be held during the week of July 31 through August 4 at the Hilton Imperial Hotel in Research Triangle Park. The floor plan and booth

assignments for next year's show can be viewed on the NAOSMM Web Site. Any potential exhibitors can find a booth application on this web site.

The vendor relations committee has been assigned two new tasks for the future. We will be handling the corporate membership functions and be in charge of the yellow pages of the Directory. Debbie Pusateri will be handling the corporate membership duties.

The Vendor Relations Committee has been expanded to 9 members to handle various duties. The following people make up this committee: Debbie Pusateri, Roy Nyman, Jonathan Gibbons, Marianne Osberg, Bill Best, Don Wareham, Gary Pearson, Jerry Headlee, Paul Yedlik (chairman).

A special thanks to Debbie, Roy, Jonathan, Bill and Don for their help during this year's show.

Start making your plans to attend the first NAOSMM Seminar and Trade Show of the new millennium.

Vendor Announcement

by Beverly Hall and Dennis Pope

We recently introduced the Vendor Yellow Page section in the NAOSMM Membership Directory. Many vendors did not respond to the questionnaire, and consequently they are not included in this year's directory.

At the Colorado Springs conference, Beverly Hall tried to rectify this situation by personally visiting vendors to obtain the information necessary to be listed in the next publication. However, time did not permit her to visit all of the vendors who are eligible to be included in the directory. If you are a corporate member, with dues paid to date, who would like to be listed in the 2000 NAOSMM Membership Directory, please fax your product information to Beverly Hall at (520) 292-3138.

On a separate note, thanks to all the vendors who volunteered to have their sales staff promote NAOSMM membership to their customers. To assist you in your efforts, you will soon receive updated membership packets. If you are interested in promoting membership but didn't get an opportunity to visit with us at the

conference, please contact Beverly Hall at 800-682-4554, ext. 225.

Thanks to all of you for helping to make the 1999 conference a big success!

From the Treasurer

Jeff Your



A complete copy of the Treasurer's Report given at the Annual Business Meeting may be obtained by regular members, free of charge, by contacting Jeff Your to provide him with your mailing address. He will send one to you promptly for your examination.

We have now added American Express to the group of credit cards with which you may pay dues. Good news!

Program 2000

Now that everyone is back to the grindstone and perhaps still motivated from the great conference in July, we will give you some food for thought regarding next year's conference in Research Triangle Park, North Carolina. The program committee has already been hard at work trying to arrange speakers for your benefit. We feel that it is really important to have input from the membership on the kinds of things that should be presented. Below is a table of topics that have been suggested or offered. Thanks to everyone we grilled, persuaded, coerced into giving us this information. And special thanks to everyone who offered to participate next year by presenting.

- Follow up on ABC Analysis (Obsolete Inventory)
- Gas Regulators
- Glass: Making, Handling, Scientific, Safety, etc.
- Liquid Nitrogen
- Consignment Freezers
- Water Quality
- Plastics
- Time Management
- Blood Borne Pathogens
- Internet Security
- Success of Primary Contracts/Vendors: Vendor Interact.
- Hazardous Waste
- Retirement: Saving, Planning, Etc.
- Purchasing Ethics
- Alcohol
- Dealing with Difficult People
- Writing SOP's, CHP, Hazcom, BBP, or Emer. Evac. Plan
- Sensitivity Training (e.g. Harassment)
- CPR/First Aid
- Management: Discussion Panel
- Performance Appraisals: Panel or Workshop
- Writing/Managing a Training Program

If you see something you like, don't like or wish to make a comment on, please contact one of us to let us know your opinion. If you have any additional suggestions, they would also be welcome. And if you are the daring type who wishes to get some experience in public speaking (and getting credit towards certification) or just think that you have some important issues to share with your fellow members, please do not hesitate to offer your services. We would love to have you participate.

One last thing that we wish to address is the request that we have had from several members to move away, at least for this upcoming conference, from motivational speakers for the Corning speaker. Corning Science

Products generously donates each year, a sum of money to be used to hire a speaker that would present something enriching for the wide variety of members. This information is generally considered to be valuable both to professional and personal development. Over the course of the last few years, we have hired motivational speakers. We are looking into hiring someone this year that can present material that is more educational and/or instructional in an enthusiastic and motivational manner. We would be grateful to hear additional comments on this or suggestions. Some of the topics may include organizational skills, time management, interpersonal communication, problem solving, creative decision-making, management/supervisory skills, etc. We look forward to hearing from you.

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CAROLINA ON MY MIND

July 31-August 4, 2000

Research Triangle Park, North Carolina

The first conference of the new millennium will be July 31-August 4, 2000 in Research Triangle Park, North Carolina. The world-renowned RTP area is situated between Raleigh, Durham, and Chapel Hill, NC and is the home of numerous research and development corporations and institutes.

The Sheraton Imperial Center, RTP is just minutes from the Raleigh-Durham Airport. A short drive will find you on Franklin Street in Chapel Hill, with its many shops, restaurants, and nightclubs. Ten minutes to the west you can take in the sights of Duke University, Duke Chapel or stroll in the beautiful Duke Gardens.

A short drive to the east the state capital of Raleigh offers many shopping areas, museums, and activities ranging from a shopping spree at Crabtree Valley Mall to a paddleboat ride at Pullen Park. The RTP area is just a two-hour drive from the beautiful Carolina beaches. Drive two hours west, and you will find yourself cruising in the mountains on the Blue Ridge Parkway.

Your 2000 Host Committee, Jonathan Gibbons, Roger Conley, Ed Graham, Heather Hall, Sheri Howell-Redmond, and Frankie Mylott look forward to welcoming you to North Carolina!

From the Publicity Committee

In order to determine where to concentrate our efforts in this year's advertising campaign, the committee would appreciate your input by completing the following:

Name _____

Degree/s _____

Institution/s _____

Organization memberships (other than NAOSMM) _____

Certifications/Licenses/Professional Training _____

Trade magazine/s subscription/s _____

Please complete and mail today. Thanks in advance. Send to:

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EK-12000G	44EKF	639.00

A&D Model	EK-200G	EK-600G	EK-1200G	EK-2000G	EK-12000G
Capacity	200 g	600 g	1200 g	2000 g	12000 g
Readability	0.01 g	0.1 g	0.1 g	0.1 g	1 g
Linearity	±0.01 g	±0.1 g	±0.1 g	±0.1 g	±1 g
Weighing Units	g, oz, lb, ozt, dwt, ct, mom, GN, counting, percentage				
Pan Size (in.)	4.3 dia	5.2 x 5.7	5.2 x 5.7	5.2 x 5.7	5.2 x 5.7

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- Low form with capacity scale
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Heavy construction for prolonged life expectancy. Not recommended for use on hot plates where significant thermal gradients exist. ASTM Specification E960, Type II requirements.

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600	50 to 500	50	36	98BHC	149.80
1000	100 to 1000	50	24	98BHD	191.90
2000	200 to 1800	200	8	98BHE	129.60
4000	500 to 3500	500	4	98BHF	119.00

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- Dual magnification
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- Economically priced
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- Alternating current motor for longer life
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The economical and compact Scholar™ 171 Stirrer provides vigorous stirring with a range of 100 to 1600 RPM. 5"x 5" plastic top. 120V, 60 Hz, 29 watts, 24A. Weighs 4 lbs (1.8 kg).

Model	Dimensions W x D x H (in.)	Item No.	Item	
			1 - 4	5 or more
PC-170	5 x 5 x 4	46CHA	92.50	82.50
PC-171	5 x 5 x 3.2	46CHB	110.00	99.00

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